



Did you know? As much as 65% of negotiations happen inside a company, with your colleagues.

Who is Pavel Novák?



Pavel Novak's truly unique negotiation coaching helps you consistently achieve profitable agreements while also strengthening your professional relationships. Working at the cutting-edge of behavioural psychology, Pavel has studied closely with the leading authorities, including world-renowned American psychologist Marshall Rosenberg, creator of Nonviolent Communication, with Bruce Patton, Distinguished Fellow at the Harvard Negotiating Project, and with Tim Cullen, MBE, Director of the Oxford University Programme on Negotiation. Pavel helps you implement current negotiation trends so that you can confidently use your skills in any context.



How can you apply?

The Negotiation Bootcamp starts twice a year: in January and in September. You can find the location, times, venues, days of the week, and application details at: www.pavel-novak.com/training-and-courses

Place & Weekday	Time	Dates 2016
Praha:		
Thursday mornings	7:00 - breakfast*	15.9.
	8:00 - 10:00 work	29.9.
Thursday evenings	18:00 - 20:00 work	13.10.
	20:00 - dinner*	27.10.
Brno:		
Wednesday mornings	7:00 - breakfast*	10.11.
	8:00 - 10:00 work	24.11.
Wednesday evenings	18:00 - 20:00 work	14.9.
	20:00 - dinner*	28.9.
		12.10.
		26.10.
		9.11.
		23.11.

* Optional
NB: If you are interested in other locations or times, please let me know.



Contact me:
Telephone: +420-724-878-899
E-mail: pavel@pavel-novak.com
Web: www.pavel-novak.com



Novák Negotiation Bootcamp.

powered by



PAVEL NOVÁK

Negotiation Master. Trainer. Game Changer.



Structure & methodology

- **Six sessions** over three months; i.e. 90 days of focused attention on your negotiation skills.
- Two hours of **intensive practice**, individualised feedback, and a hands-on learning experience, led by a competent professional.
- Groups are from 6 to 12 members in size to keep the **group small**, yet to allow variety in practising.
- Action plans, an online support group and a negotiation journal are provided to **maximise learning in between sessions**.
- A **final exam** with a Certificate of Achievement.



"If you are willing to take a 25% pay cut, I'm willing to give you a 10% raise!"

Novák Negotiation Bootcamp.

"The sessions were exciting and dynamic. You work hard and you learn."

„Professionally done and extremely helpful for those who have to negotiate every day."

Why join?

My mission

I aim to provide a supportive and positive learning experience in which all members are encouraged to develop negotiation, influencing and dispute resolution skills. The result? Greater self-confidence, and both personal and professional growth.

Target group

Your peers may be specialists hoping to negotiate a salary raise, non-commercial managers and senior managers, as well as B2B sales professionals, sales managers, and key account managers. Plus, small and medium enterprise owners and CEOs, or one-man start-ups discussing potential joint ventures with investors, clients and key talents.

We'll cover a range of issues, including:

- ✗ "I probably under prepare for most negotiations. Is there a simple tool I can use?"
- ✗ "Instead of looking for a solution together, we seem to be quarrelling over details."
- ✗ "I often ask myself: how does the other side see me? Do I have a blind spot that leaves people trusting me less?"
- ✗ "I need to shake off that fear of negotiating...but how?"
- ✗ "I don't want to use manipulative tactics - we'll need to cooperate after the negotiation!"
- ✗ "I feel uncomfortable making things up when negotiating: even the highest initial offer makes me feel like I'm lying. Is there another way?"

What you get:



Highly **pragmatic hands-on** training that enables you to prepare and navigate the negotiation landscape rather than rehearsing sentences to say. This gives you:

- ✓ A common thinking framework to structure the **negotiation process**.
- ✓ The know-how to spend your precious time **preparing the important elements**.
- ✓ An attitude that is highly contagious and builds **your reputation** and relationships rather than destroys them.
- ✓ The communication skills and tools to **increase your persuasiveness** as well as defend yourself against dirty tactics.
- ✓ Thinking patterns that **prevent** you from making **costly mistakes**.
- ✓ Tools to learn from your real life negotiation experiences, so that you can **improve in the long run**.